

Consolidated Financial Statements With Independent Auditors' Report

September 30, 2022 and 2021



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### INDEPENDENT AUDITORS' REPORT

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

### **Opinion**

We have audited the accompanying consolidated financial statements of Family Policy Alliance and Family Policy Foundation, which comprise the statements of financial position as of September 30, 2022 and 2021, the related statements of activities the cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Family Policy Alliance and Family Policy Foundation as of September 30, 2022 and 2021, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are required to be independent of Family Policy Alliance and Family Policy Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Policy Alliance and Family Policy Foundation's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

### Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are
  appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of
  Family Policy Alliance and Family Policy Foundation's internal control. Accordingly, no such opinion is
  expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Family Policy Alliance and Family Policy Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Board of Directors Family Policy Alliance and Family Policy Foundation Colorado Springs, Colorado

# Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Colorado Springs, Colorado

Capin Crouse LLP

February 8, 2023

# **Consolidated Statements of Financial Position**

	September 30,				
		2022		2021	
ASSETS: Cash and cash equivalents	\$	1,399,866	\$	1,103,801	
Accounts receivable		7,424		18,236	
Prepaid expenses		30,493		165,501	
Equipment and software-net		8,898		31,826	
Total Assets	\$	1,446,681	\$	1,319,364	
LIABILITIES AND NET ASSETS:					
Liabilities:					
Accounts payable	\$	629,274	\$	61,387	
Accrued expenses		122,031		65,978	
Total liabilities		751,305		127,365	
Net assets: Without donor restrictions:					
Operating		(226,650)		148,822	
Board designated–general reserve		400,000		600,000	
6 6		173,350		748,822	
With donor restrictions		522,026		443,177	
Total net assets		695,376		1,191,999	
Total Liabilities and Net Assets	\$	1,446,681	\$	1,319,364	

# **Consolidated Statements of Activities**

Year Ended September 30,

		2022			2021	
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE: Contributions Gain on extinguishment of debt Other income Total Support and Revenue	\$ 2,808,736 - 90,910 - 2,899,646	\$ 914,454 - - - - 914,454	\$ 3,723,190 - 90,910 - 3,814,100	\$ 3,205,430 123,862 12,928 3,342,220	\$ 620,183 - - - 620,183	\$ 3,825,613 123,862 12,928 3,962,403
NET ASSETS RELEASED: Purpose restrictions Administrative assessments	648,923 186,682 835,605	(648,923) (186,682) (835,605)		495,171 124,037 619,208	(495,171) (124,037) (619,208)	
EXPENSES: Program services	3,634,889	<u> </u>	3,634,889	3,751,234	<del>-</del> _	3,751,234
Supporting activities: General and administrative Fundraising	342,763 333,071 675,834	- - -	342,763 333,071 675,834	341,281 419,653 760,934	- - -	341,281 419,653 760,934
Total Expenses	4,310,723	<u> </u>	4,310,723	4,512,168	<u>-</u> ,	4,512,168
Change in Net Assets	(575,472)	78,849	(496,623)	(550,740)	975	(549,765)
Net Assets, Beginning of Year	748,822	443,177	1,191,999	1,299,562	442,202	1,741,764
Net Assets, End of Year	\$ 173,350	\$ 522,026	\$ 695,376	\$ 748,822	\$ 443,177	\$ 1,191,999

See notes to consolidated financial statements

# **Consolidated Statements of Cash Flows**

	Year Ended September 30,				
		2022		2021	
CASH FLOWS FROM OPERATING ACTIVITIES:					
Change in net assets	\$	(496,623)	\$	(549,765)	
Adjustments to reconcile change in net assets		,		, , ,	
to net cash provided (used) by operating activities:					
Depreciation		27,769		26,645	
Forgiveness of Paycheck Protection Program loan		-		(123,862)	
Change in operating assets and liabilities:					
Accounts receivable		10,812		3,759	
Prepaid expenses		135,008		(12,225)	
Accounts payable		567,887		(128,349)	
Accrued expenses		56,053		(4,893)	
Net Cash Provided (Used) by Operating Activities		300,906		(788,690)	
CASH FLOWS FROM INVESTING ACTIVITIES:					
Purchases of equipment and software		(4,841)		(8,838)	
Net Cash Used by Investing Activities		(4,841)		(8,838)	
Change in Cash and Cash Equivalents		296,065		(797,528)	
Cash and Cash Equivalents, Beginning of Year		1,103,801		1,901,329	
Cash and Cash Equivalents, End of Year	\$	1,399,866	\$	1,103,801	
NON-CASH TRANSACTION:					
Forgiveness of Paycheck Protection Program loan	\$		\$	123,862	

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 1. NATURE OF ORGANIZATION:

Family Policy Alliance is a public policy partner of Focus on the Family. As such, Family Policy Alliance promotes policy, mobilizes grassroots voters to vote for candidates who share their Christian values, and coordinates legislative activities with an alliance of nearly 40 – some day 50 – state-based family policy councils.

Family Policy Alliance's vision is a nation where God is honored, religious freedom flourishes, families thrive and life is cherished. To that end, Family Policy Alliance strengthens an alliance of state-based organizations committed to this common vision, equips and elects statesmen—men and women committed to a lifetime of public service, and promotes policy that protects the family, strengthens religious liberty, and affirms life from conception to natural death. Most importantly, Family Policy Alliance engages the nation-wide Christian community in order to unleash citizenship by informing them of the important issues impacting their families and their values and then mobilizes them to engage with their legislators. Because of Family Policy Alliance's direct engagement in legislative and election related activities, Family Policy Alliance operates under Section 501(c)(4) of the Internal Revenue Code (IRC). As such, donations to Family Policy Alliance are not tax deductible.

Family Policy Foundation is the educational arm of Family Policy Alliance and is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and comparable state laws. However, the organization is subject to federal income tax on any unrelated business taxable income. In addition, the organization is not classified as a private foundation within the meaning of Section 509(a) of the IRC. Donations to Family Policy Foundation are tax deductible. Family Policy Foundation executes its programs in alignment with the same vision and mission as Family Policy Alliance; however, it focuses on training statesmen through its Statesmen Academy, strengthening the state-based family policy allies, and educating the Christian community on the issues of life, marriage, family, and religious liberty. Both Family Policy Alliance and Family Policy Foundation have common board members and officers as well as common management.

### PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the financial resources and activities of Family Policy Foundation consolidated into Family Policy Alliance (collectively FPA and FPF). All material transactions and balances between the entities have been eliminated in the consolidation. The consolidated financial statements also include the consolidated financial resources and activities of Family Policy PAC, which is exempt from income taxes under Section 527 of the IRC and has very immaterial activity. Family Policy PAC is consolidated due to Family Policy Alliance having control and economic interest over Family Policy PAC decisions. Family Policy Foundation is consolidated due to the bylaws requiring the board of directors to be the same as the Family Policy Alliance's board of directors.

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 1. NATURE OF ORGANIZATION, continued:

### PRINCIPLES OF CONSOLIDATION, continued

FPA and FPF maintain their accounts and prepare their consolidated financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosures of any contingent assets and liabilities at the date of the consolidated financial statements, and the reported revenues and expenses during the reporting period. Actual results could differ from the estimates. The significant accounting policies followed are described below to enhance the usefulness of the consolidated financial statements to the reader.

### 2. **SUMMARY OF ACCOUNTING POLICIES:**

### CASH AND CASH EQUIVALENTS

FPA and FPF consider all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents. Cash and cash equivalents include amounts held in non-interest bearing checking accounts. As of September 30, 2022 and 2021, amounts on deposit exceeding the federally insured limits were approximately \$896,000 and \$704,000, respectively. FPA and FPF have not experienced any losses in such accounts and believe they are not exposed to any significant credit risk on cash and cash equivalents.

### **EQUIPMENT AND SOFTWARE**

Equipment and software is recorded on the basis of cost, or estimated fair value if donated. FPA and FPF capitalize purchases in excess of \$2,500, with lesser amounts expensed in the year purchased. Depreciation is provided using the straight-line method over three to seven years. Accumulated depreciation was \$102,354 and \$249,584, as of September 30, 2022 and 2021, respectively.

### **CLASSES OF NET ASSETS**

The consolidated financial statements report amounts separately by class of net assets:

*Net assets without donor restrictions* include resources that are used to support current operations, board designated reserves to cover operating expenses as needed, and amounts invested in equipment and software.

Net assets with donor restrictions include donor-restricted contributions for specified exempt purposes.

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 2. SUMMARY OF ACCOUNTING POLICIES, continued:

### SUPPORT, REVENUE, AND EXPENSES

Contributions are recognized as income when made, which may be when cash is received or unconditionally promised, or when ownership of donated assets is transferred. Contributions restricted by the donor for a specific purpose are recorded as support in the donor restricted class of net assets until the donor restriction has been met. Upon satisfaction of the restriction, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. Contributions and membership dues made to organizations that have received a 501(c)(4) designation by the Internal Revenue Service, such as Family Policy Alliance, are not tax-deductible for federal income tax purposes.

Other income is recognized when earned. See Note 5 below for description of the gain on extinguishment of debt.

Expenses are reported when incurred.

### 3. LIQUIDITY AND FUNDS AVAILABLE:

The following table reflects FPA and FPF's financial assets reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, assets held for others, or because the board of directors has set aside the funds for specific contingency reserves and projects. These board designations could be drawn upon if the board approves that action.

	September 30,					
	2022			2021		
Financial assets:  Cash and cash equivalents Accounts receivable Financial assets, at year-end		1,399,866 7,424 1,407,290	\$	1,103,801 18,236 1,122,037		
Financial assets not available to be used for general expenditures in one year:  Board designated-general reserve		(400,000)		(600,000)		
Financial assets available to meet cash needs for general expenditures within one year	\$	1,007,290	\$	522,037		

FPA and FPF structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Management monitors cash flows closely through monthly reviews and leadership team meetings.

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 4. EQUIPMENT AND SOFTWARE–NET:

Equipment and software-net consists of:

	September 30,					
	2022			2021		
Equipment and software Accumulated depreciation	\$	111,252 (102,354)	\$	281,410 (249,584)		
	\$	8,898	\$	31,826		

### 5. NOTE PAYABLE:

Family Policy Foundation received a Paycheck Protection Program loan in April of 2020 with a 1% interest rate. During the year ended September 30, 2021, Family Policy Foundation received full forgiveness of the loan and recorded this forgiveness as a gain on extinguishment of debt on the consolidated statements of activities.

### 6. NET ASSETS WITH DONOR RESTRICTIONS:

Net assets with donor restrictions consist of:

	September 30,					
		2022	2021			
Statesmen Academy	\$	331,830	\$	325,706		
Family Policy Alliance of Oklahoma		111,749		107,308		
Family Policy Foundation of Maryland		78,447		-		
Other				10,163		
		_		_		
	\$	522,026	\$	443,177		

### 7. FUNCTIONAL ALLOCATION OF EXPENSES:

The costs of providing the various program services and supporting activities of FPA and FPF have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the program services and supporting activities benefited. These expenses require allocation on a reasonable basis that is consistently applied. Expenses that are allocated include salaries and wages, occupancy, depreciation, and other expenses. Accordingly, certain costs such as salaries and wages, are allocated based on estimates of overall time and effort.

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 7. FUNCTIONAL ALLOCATION OF EXPENSES, continued:

The following tables present the functional allocation of expenses:

	Program		neral and				
	 Services	Adn	ninistrative	Fu	ndraising		Total
Salaries and wages	\$ 1,077,878	\$	200,539	\$	57,755	\$	1,336,172
Issue updates and promotion	868,564		-		109,778		978,342
Grants awarded	669,313		-		-		669,313
Office expenses	322,852		43,089		76,022		441,963
Employee benefits	282,934		59,339		14,113		356,386
Professional fees	261,036		31,833		63,000		355,869
Travel/entertainment	112,695		3,401		12,403		128,499
Depreciation and occupancy	 39,617		4,562				44,179
	\$ 3,634,889	\$	342,763	\$	333,071	\$	4,310,723
		Υe	ear Ended Sep	otember	30, 2021		
			Supporting				
	Program	Ge	neral and				
	 Services	Adn	ninistrative	Fu	ndraising		Total
Salaries and wages	\$ 1,319,260	\$	197,538	\$	144,528	\$	1,661,326
Issue updates and promotion	955,439		4,933		146,725		1,107,097
Grants awarded	220,794		-		-		220,794
Office expenses	273,935		60,540		31,102		365,577
Employee benefits	385,264		57,359		42,428		485,051
Professional fees	456,871		12,180		49,301		518,352
Travel/entertainment	103,842		1,770		4,640		110,252
Depreciation and occupancy	35,829		6,961		929		43,719
	\$ 3,751,234	\$	341,281	\$	419,653	\$	4,512,168

### **Notes to Consolidated Financial Statements**

September 30, 2022 and 2021

### 8. RETIREMENT PLAN:

FPA and FPF sponsor a defined contribution retirement plan under section 401(k) of the IRC covering substantially all regular, full-time employees meeting eligibility requirements. FPA and FPF provide a discretionary matching contribution from 3% to 6% of participant compensation, depending on years of service. Total employer contributions to the plan were \$30,085 and \$29,873, for the years ended September 30, 2022 and 2021, respectively.

### 9. ALLOCATION OF JOINT COSTS:

During the years ended September 30, 2022 and 2021, FPA and FPF incurred joint costs for informational materials and activities that included fundraising appeals. These programs include various newsletters, videos, and constituent relations. Costs associated with the various programs have been allocated in the consolidated statements of activities according to their functional classification as follows:

	 Year Ended September 30,					
	 2022		2021			
Program services Supporting activities:	\$ 301,998	\$	307,326			
General and administrative Fundraising	 92,364		579 84,266			
	\$ 394,362	\$	392,171			

### 10. PAYMENTS TO AFFILIATES:

During the years ended September 30, 2022 and September 30, 2021, FPA and FPF had multiple state chapters split-off into their own separate organizations, at which time they are no longer related organizations to FPA and FPF. When these states split-off, FPA and FPF donated, in total, approximately \$669,000 and \$166,000, respectively, to the affiliated state chapters during the years ended September 30, 2022 and September 30, 2021. Approximately \$546,000 and \$0, is included in accounts payable on the consolidated statements of financial position as of September 30, 2022 and September 30, 2021, respectively.

### 11. SUBSEQUENT EVENTS:

Subsequent events were evaluated through February 8, 2023, which is the date the consolidated financial statements were available to be issued.

# SUPPLEMENTARY INFORMATION

# **Consolidating Statement of Financial Position**

September 30, 2022

	Family Policy Alliance		•		Family Policy Foundation		iminations	Total
ASSETS:								
Cash and cash equivalents	\$	331,771	\$ 1,068,095	\$	-	\$ 1,399,866		
Accounts receivable		348,119	1,754		(342,449)	7,424		
Prepaid expenses		5,823	24,670		-	30,493		
Equipment and software-net		8,898	 			 8,898		
Total Assets	\$	694,611	\$ 1,094,519	\$	(342,449)	\$ 1,446,681		
LIABILITIES AND NET ASSETS	:							
Liabilities:								
Accounts payable	\$	162,320	\$ 809,403	\$	(342,449)	\$ 629,274		
Accrued expenses		46,843	 75,188			122,031		
Total liabilities		209,163	884,591		(342,449)	751,305		
Net assets:								
Without donor restrictions:								
Operating		(19,584)	(207,066)		-	(226,650)		
Board designated-								
general reserve		400,000	_			400,000		
		380,416	(207,066)		-	173,350		
With donor restrictions		105,032	416,994		_	522,026		
Total net assets		485,448	209,928			695,376		
Total Liabilities and Net Assets	\$	694,611	\$ 1,094,519	\$	(342,449)	\$ 1,446,681		

# **Consolidating Statement of Financial Position**

September 30, 2021

	Family Policy Alliance		• •				•		•				• •		Eliminations		Eliminations		Total	
ASSETS:																				
Cash and cash equivalents	\$	351,473	\$	752,328	\$	-	\$	1,103,801												
Accounts receivable		400,736		4,239		(386,739)		18,236												
Prepaid expenses		162,992		102,621		(100,112)		165,501												
Equipment and software-net		31,826						31,826												
Total Assets	\$	947,027	\$	859,188	\$	(486,851)	\$	1,319,364												
LIABILITIES AND NET ASSETS:																				
Liabilities:																				
Accounts payable	\$	46,364	\$	501,874	\$	(486,851)	\$	61,387												
Accrued expenses		46,184		19,794				65,978												
Total liabilities		92,548		521,668		(486,851)		127,365												
Net assets:  Without donor restrictions:																				
Operating Board designated–		153,888		(5,066)		-		148,822												
general reserve		600,000		_		_		600,000												
8		753,888		(5,066)	1	_		748,822												
With donor restrictions		100,591		342,586		-		443,177												
Total net assets		854,479		337,520		-		1,191,999												
Total Liabilities and Net Assets	\$	947,027	\$	859,188	\$	(486,851)	\$	1,319,364												

# **Consolidating Statement of Activities**

Year Ended September 30, 2022

	Family Policy Alliance	Family Policy Foundation	Total	
SUPPORT AND REVENUE: Contributions Membership dues and other	\$ 1,321,768 20,191	\$ 2,401,422 70,719	\$ 3,723,190 90,910	
Total Support and Revenue	1,341,959	2,472,141	3,814,100	
EXPENSES: Program services  Supporting activities: General and administrative Fundraising	1,396,017 155,332 159,641 314,973	2,238,872 187,431 173,430 360,861	3,634,889 342,763 333,071 675,834	
Total Expenses	1,710,990	2,599,733	4,310,723	
Change in Net Assets	(369,031)	(127,592)	(496,623)	
Net Assets, Beginning of Year	854,479	337,520	1,191,999	
Net Assets, End of Year	\$ 485,448	\$ 209,928	\$ 695,376	

# **Consolidating Statement of Activities**

Year Ended September 30, 2021

	Family Policy Alliance	Family Policy Foundation	Total
SUPPORT AND REVENUE: Contributions Gain on extinguishment of debt Membership dues and other	\$ 1,964,680 - 12,048	\$ 1,860,933 123,862 880	\$ 3,825,613 123,862 12,928
Total Support and Revenue	1,976,728	1,985,675	3,962,403
EXPENSES: Program services  Supporting activities: General and administrative	2,470,822	1,280,412 116,568	3,751,234
Fundraising	268,030 492,743	151,623 268,191	419,653 760,934
Total Expenses	2,963,565	1,548,603	4,512,168
Change in Net Assets	(986,837)	437,072	(549,765)
Net Assets, Beginning of Year	1,841,316	(99,552)	1,741,764
Net Assets, End of Year	\$ 854,479	\$ 337,520	\$ 1,191,999